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***ESC/GAT***

# Welcome

# GATM V Industry

# Day

## 15 Jun 04



# Outline

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**ESC/GAT**

- **Welcome**
- **Administrative Announcements**
- **Background**
- **Proposed Acquisition Strategy**
- **What's it going to take for success?**
- **Summary**



# Industry Day Schedule

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**ESC/GAT**

## 15 Jun

**0900 - 0915 Kickoff**

**0915 - 1130 Briefings to Industry (Lt Woods & Mr McMath)**

**1130 - 1200 Question and Answer Session**

**1200 - 1300 Lunch**

**1400 - 1600 One-on-one sessions (45 minutes each)**

## 16 Jun

**0800 - 1600 One-on-one sessions (45 minutes each)**

## 17 Jun

**0800 - 1600 One-on-one sessions (45 minutes each)**



# Administrative Announcement

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**ESC/GAT**

- Restrooms
  - Come out of auditorium - right across the hall
- Coffee and burritos in the back lobby - \$2 donation for 1, \$3 for 2
- Food and Beverages strictly prohibited in Lexington Auditorium

## Breaks

- As needed



# Administrative Announcement

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**ESC/GAT**

- One-on-ones
  - If you do not want your current slot or need a slot, please let us know ASAP
- Please Sign in on registration form
- Disclosure of names of companies in attendance
- Please hold all questions until the end of the session



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**ESC/GAT**

# Background



# Mission

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**ESC/GAT**

*Provide the means to achieve Communication,  
Navigation, Surveillance/Air Traffic  
Management (CNS/ATM) capabilities required  
to enable unrestricted global operations.*



# ESC/GAT

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**ESC/GAT**

- Program Office stood up in 1998 to assist platforms in meeting GATM requirements
- Twofold methodology:
  - Providing engineering service to aid in certification efforts to meet civil CNS/ATM standards or provide an equivalent level of safety
    - Strategic planning to inform users of current and future airspace access requirements
  - Providing an ID/IQ catalog (Commercial Ordering Contract) that offers commercial equipment that conforms to appropriate standards to meet current and future airspace requirements



# Catalog Business

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**ESC/GAT**

## Advantages:

- Ease of Use
- Quick Processing
  - Limited Contracting Activity for the platform
- Competitive Pricing
- 1, 5 & 10 year commercial warranty



# GATM V

**ESC/GAT**

**GATM II**

CMU/SATCO

M

**GATM III**

MMRs

**GATM IV**

TCAS &  
TAWS

**New  
Products**

***GATM V***



# Why GATM V??

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**ESC/GAT**

- GATM II and III contract expire in 2005 and 2006, respectively
- Add products to the current offering
- Increase Competition
- Reduce administrative burden to the Program Office while maintaining an easy-to-use catalog format.



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**ESC/GAT**

# Requirements



# Products - GATM II

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**ESC/GAT**

ARINC 758 Communications Management Units  
(CMUs)

SATCOM

Aero-I Terminal and Antennas

ARINC Characteristic 739 Multifunction Control  
Display Units (MCDUs)

ARINC Characteristic 741 & 744 wide format  
Printers

ARINC Characteristic 615 Avionic and Portable Data  
Loaders



# Products - GATM III

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**ESC/GAT**

- Multimode Receivers (MMRs)
  - with/without Microwave Landing System (MLS) capability
    - Omni-Directional and Directional Antennas
  - with/without Military GPS capability
- Upgrade kits



# Products - GATM IV

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**ESC/GAT**

- Traffic Alert and Collision Avoidance System (TCAS II/ACAS II)
  - Computer
  - Control Head
  - Antenna
  - Mode-S/Mode 4/5 Transponder
    - with Extended Squitter and integral Military Mode 4/5
    - Cockpit Display of Traffic Information (CDTI)
- Terrain Awareness Warning Systems (TAWS)



# Products – GATM IV (cont)

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**ESC/GAT**

- Multifunction Aircraft Displays capable of displaying aircraft flight
  - Small format (3 ATI)
  - Medium format (5 ATI)
  - Large format displays
    - Capable of supporting:
      - ARINC 429 interfaces
      - MIL-STD-1553B interfaces
      - analog interfaces



# Products - New Items

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**ESC/GAT**

- Cockpit Voice Recorders
- Digital Flight Data Recorders
- Emergency Locater Transmitter (ELTs)
- Electronic Flight Bags
  - Type II and/or Type III fixed installation
- Flight Management Computers/Systems (FMC/FMS)



# Products - New Items

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**ESC/GAT**

- Aero-H+/High Speed Data Terminals
- Mode S/Mode 4/Growth Mode 5 IFF (Separate from TCAS II)
- Embedded GPS/Inertial Navigation System (INS) (EGI)
- Stand alone GPS
- Predictive/Reactive Windshear systems
- Weather Radars



# Products - New Items

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**ESC/GAT**

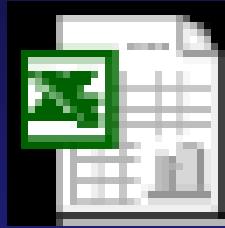
- Digital Air Data Computers
- Digital Altimeters
- 8.33kHz VHF
- VHF Mode 2
- ADS-B transceivers
- FM Immunity ILS Radios



# Preliminary Equipment Estimates

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**ESC/GAT**



Microsoft Excel  
Worksheet



# Technical Requirements

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**ESC/GAT**

- **Certification at time of award or certification NLT 90 days after award for in-progress item**
  - **Federal Aviation Agency (FAA) Technical Standard Order (TSO)**
    - Must identify features that exceed the minimum TSO requirements
    - Provide access for certification of military unique features included in TSO'ed product
  - **International Civil Aviation Organization (ICAO) Standards and Recommended Practices (SARPs)**



# Technical Requirements (cont)

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**ESC/GAT**

- **Certification...**
  - **RTCA, Inc. and/or European Organization for Civil Aviation Equipment (EUROCAE) Minimum Operational Performance Standards (MOPS) and Minimum Aviation System Performance Standards (MASPS)**
  - **Aeronautical Radio, Incorporated (ARINC) Standards, Specifications and/or Characteristics**
  - **Supplemental Type Certificate (STC) for civil derivative aircraft**



# Technical Requirements (cont)

**ESC/GAT**

- **LRU Qualification Approval**
  - Applies to non-TSO'd items:
  - **ESC/GAT developing process**
    - Initial draft - 60-90 days, posted to HERBB for Industry comment
    - Final version will be included in RFP
- **Mode S/Mode 4/growth to Mode 5 IFF**
  - **OSD Moratorium (14 Apr 03) - no transponders to be purchased that do not have a growth capability to Mode 5**
  - **AIMS PO certification letter for growth to Mode 5 required to bid item! (90 day rule after contract award applies)**



# Support Requirements

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**ESC/GAT**

- Logistics/management support functions
  - 2-level maintenance concept
  - 1, 5 & 10-year commercial warranty
  - Annual service agreements, if needed
  - 48-hour aircraft-on-ground support
- Engineering services – as required basis



# Support Requirements (cont)

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**ESC/GAT**

- Web-based management support
  - Establish/Update within 60 days
    - Product descriptions
    - Configuration Control
      - Service Bulletins (Notice of changes to commercial equipment)
      - Class I service bulletin impact/upgrade plan
    - Delivery Order Status
    - Warranty & Non-warranty repair and tracking support
    - iGATM delivery order fulfillment
    - Frequently Asked Questions link



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**ESC/GAT**

# Proposed Acquisition Strategy



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**ESC/GAT**

“Proposed” - The following strategy  
has not yet been approved by the  
cognizant Approval Authority



# Strategy

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**ESC/GAT**

- **Intended multiple award ID/IQ commercial contracts**
  - **FAR Part 12 Multiple Award Commercial Contracts**
  - **Full and open competition**
  - **Fixed price equipment tables**
  - **Maximum 5-year equipment buy (CY 05-09)**
- **Technology refresh allows for system evolution**
- **Quantity discounts on products**



# Acquisition Schedule

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**ESC/GAT**

- **Industry Day      TODAY**
  - **RFP to Industry Oct 2004**
  - **Source Selection      Jan - Mar 2005**
- **Contract Award Mar 2005**



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**ESC/GAT**

What's it going to take for  
success?

*Teamwork*



# GATM Acquisition Team

## *Industry Team*

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**ESC/GAT**





# GATM Acquisition Team

## *Local Team*



**ESC/GAT**

### Chief

Major Karen Naselius

### Contracting

Robert O'Brian  
Kathleen  
Delgado

### Project Leads

Lt Danielle Woods  
Lt Ryan Aspy

### Advisors --

ESC/AE

Kathleen Munroe\_

### Logistics & Training

Frederick Dinsmore (Odyssey)

### Legal -- ESC/JA

Capt James White

### Financial / Cost Mgmt

Linda Blackwell (Oasis)

### Technical

James McMath (Titan)  
Joseph Hudak (MITRE)



# Stay Tuned -- HERBB

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**ESC/GAT**

- Govt's tool to share information with Industry
- Register to Receive E-mail Updates on this Acquisition

**<http://herbb.hanscom.af.mil/>**



# Ground Rules for One-on-One Sessions

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**ESC/GAT**

- First Session Starts at 1300 Today
- 45 Minute Session
  - Time limit strictly enforced
  - 5 People from vendor/team allowed
  - Computer Projector available
  - Laptop with CD player Available



# Ground Rules for One-on-One Sessions

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**ESC/GAT**

- Clearly identify any information as Proprietary or Company Confidential.
- Prepare Questions In Writing If Possible.
  - Questions and answers will be posted on HERBB.
    - If more than one vendor asks the same or related question, only one consolidated answer will be provided on HERBB.
    - If question does involve truly proprietary information, it will be responded to via letter from Principal Contracting Officer.



# Summary

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**ESC/GAT**

- **GATM Strategy**
  - Full and open competition to ensure “best possible value.”
  - Contract award - early CY 05
- **Technical and Support Requirements**
- **Stay Tuned - HERBB**



# Questions/Comments

**ESC/GAT**

